

- know the packaging capabilities: the strengths and weaknesses of goods, their "stackability", and their susceptibility to weather;
- package the goods to minimize internal movement and to protect corners, edges, finishes, valves, dials and knobs, or upholstery and material;
- use appropriate unitizing devices and place, load and secure goods properly; and,
- determine the kind of handling equipment to be used and its availability at trans-shipment points.

## FREIGHT FORWARDERS

### FREIGHT FORWARDING: NEW LINKAGES

A few freight forwarding companies in Canada have anticipated the expansion of Canada-Mexico trade, and are offering improved services. An example is the joint venture created between BLM/Challenger Transportation Group Inc., located in Kitchener, Ontario, and Figuremex S.A. de C.V., located in Mexico City. Their objective is to streamline delivery, provide warehousing and promise effective distribution to a Mexican and Canadian clientele.

To find a suitable freight forwarder, or for further information, contact one of the following organizations:

Canadian International Freight Forwarders Association, Inc.  
P.O. Box 929  
Streetsville, Ontario L5M 2C5  
Tel: (416) 567-4633  
Fax: (416) 542-2716

Distribution Service Industries Directorate  
Service and Construction Industries Branch  
Industry and Science Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel: (613) 954-2964  
Fax: (613) 952-9054

The Canadian Exporters' Association  
Suite 250, 99 Bank St.  
Ottawa, Ontario K1P 6B9  
Tel: (613) 238-8888  
Fax: (613) 563-9218

Freight Forwarders are independent companies that handle export shipments for a fee. They provide advisory, administrative and physical services to shippers to facilitate exports. Freight forwarders can arrange shipments for Canadian exporters using any mode of transportation. They offer a complete service package that can be especially valuable to the first-time exporter. They are an excellent source of information on regulations, documentation and shipping methods and can save the exporter money on transportation rates because of economies of scale. The services provided by freight forwarders typically include the following:

- providing or arranging shipment handling including packing and crating, marking, inspection and storage;
- preparing documents for shipping and customs as well as translating, certifying and transmitting documents, and obtaining permits, licenses and certificates;
- providing financial assistance such as negotiating letters of credit, arranging collections, placing insurance, and filing insurance claims;
- pre-paying and collecting freight charges;
- providing advice about foreign requirements, transportation, government regulations, customs procedures, and project management; and,
- assisting with transportation arrangements, including selecting routes and carriers, negotiating rates, booking transportation space, securing charters, consolidating shipments, arranging local delivery, tracing shipments, and leasing equipment.

